

## Message Text

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ACTION EB-07

INFO OCT-01 EA-07 ISO-00 CAB-02 CIAE-00 COME-00  
DODE-00 DOTE-00 INR-07 NSAE-00 EPG-02 FAA-00 OC-06  
CCO-00 USPS-01 EUR-12 /045 W  
-----311322Z 003567 /43

R 310839Z MAY 77

FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 5079

LIMITED OFFICIAL USE HONG KONG 6191

EO 11652: N/A

TAGS: EAIR, HK

SUBJECT: CIVAIR: MAIL RATES

REF: STATE 106541

1. HONG KONG POST OFFICE (HKPO) POSTMASTER GENERAL, D.J.K. BAMFORD, CONSIDERS BOTH CATHAY PACIFIC (CX) AND BRITISH AIRWAYS (BA) TO BE HK'S "FLAG CARRIERS." BAMFORD WOULD NOT DISCLOSE RATES PAID BY HKPO TO EITHER CX OR BA WITHOUT RECIPROCAL DISCLOSURE OF US POSTAL SERVICE (USPS) PAYMENTS TO US CARRIERS FOR ANALOGOUS AIR MAIL SERVICES. NEVERTHELESS, BAMFORD DID NOTE THAT HKPO PAYS CX AND BA RATES CONSIDERABLY LOWER THAN UPU MAXIMUM; AND HKPO PAYS US FLAG CARRIERS RATES CLOSELY COMPARABLE TO THOSE PAID CX AND BA. BAMFORD FELT QUITE CERTAIN THAT USPS RATES PAID US CARRIERS FOR AIRMAIL SERVICES TO HK WERE FAR LOWER THAN HKPO RATES PAID TO US CARRIERS FOR OUTBOUND AIRMAIL.

2. AMERICAN FLAG CARRIERS SERVING HK HAVE PROVIDED CONGEN WITH SOME INFORMATION FROM WHICH CAB MIGHT INFER HKPO RATES ACCORDED CX AND BA.

3. PANAM REPS SAID THAT HKPO HAS NEGOTIATED RATES BELOW UPU MAXIMUM FOR PANAM'S CARRIAGE OF AIRMAIL. PAN AM HAS HAD RECENT  
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DISCUSSION WITH HKPO, AT HKPO'S INITIATIVE, AIMED AT GIVING BETTER RATES TO HKPO FOR MAIL CARRIED TO SOUTH AMERICA VIA PANAM'S WEST COAST "GATEWAYS." THROUGHOUT THEIR BILATERAL NEGOTIATIONS, HKPO REFUSED TO TELL PANAM WHAT IT PAID BA OR CX TO CARRY AIRMAIL. PAN AM REPS FELT, HOWEVER, THAT SINCE BA CARRIES LARGEST PROPORTION OF HKPO AIRMAIL, IT MUST GIVE HKPO A VERY GOOD PACKAGE DEAL - SO GOOD, IN FACT, THAT PANAM

CAN BARELY COMPETE WITH BA FOR HKPO AIRMAIL TO NEW YORK VIA LONDON.

4. SAMPLE PANAM RATES, ALL IN GOLD FRANCS AT US\$1.00 TO GF2.5374, AS FPOOLOWS. HONG KONG TO:

	LC	AO/CP
SAN FRANCISCO	26.16/KG.	8.76/KG.
GUAM	10.50/KG.	3.50/KG.
OKINAWA	7.20/KG.	2.40/KG.
KARACHI	15.30/KG.	5/10/KG.
TEHRAN	19.50/KG.	6.50/KG.
CARACAS (VIA US)	33.06/KG.	11.02/KG.
LIMIA (VIA US)	39.36/KG.	13.12/KG.

5. NORTHWEST ORIENT (NW) ALSO GIVES RATES BELOW UPU MAXIMUM FOR AIR MAIL CARRIED FROM HK TO SEATTLE. RECENTLY AGREED UPON HK-SEATTLE RATES, RENEGOTIATED DOWNWARD AT HKPO INSTIGATION AFTER AIR DISTANCE ON THAT ROUTE WAS LOWERED TO 10,900 KM. ARE: LC AT 26.16/KG, AO/CP AT 8.72/KG., ALL RATES IN GOLD FRANCS. CROSS

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## Message Attributes

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**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, POSTAL SERVICE, FEES  
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**Disposition Approved on Date:**  
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**Disposition Date:** 22 May 2009  
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**Original Handling Restrictions:** n/a  
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**Reference:** 77 STATE 106541  
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**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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